

# Opp day

15 Aug 2023

# Agenda



1. Industries
2. Performance
3. Projects

**1**

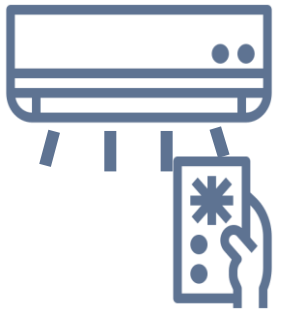
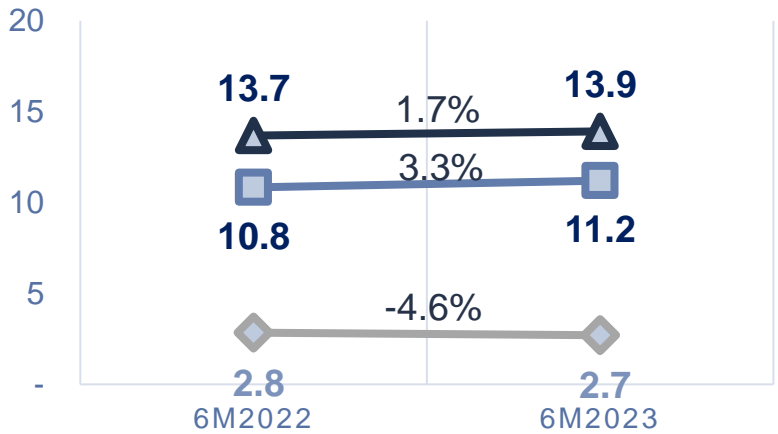
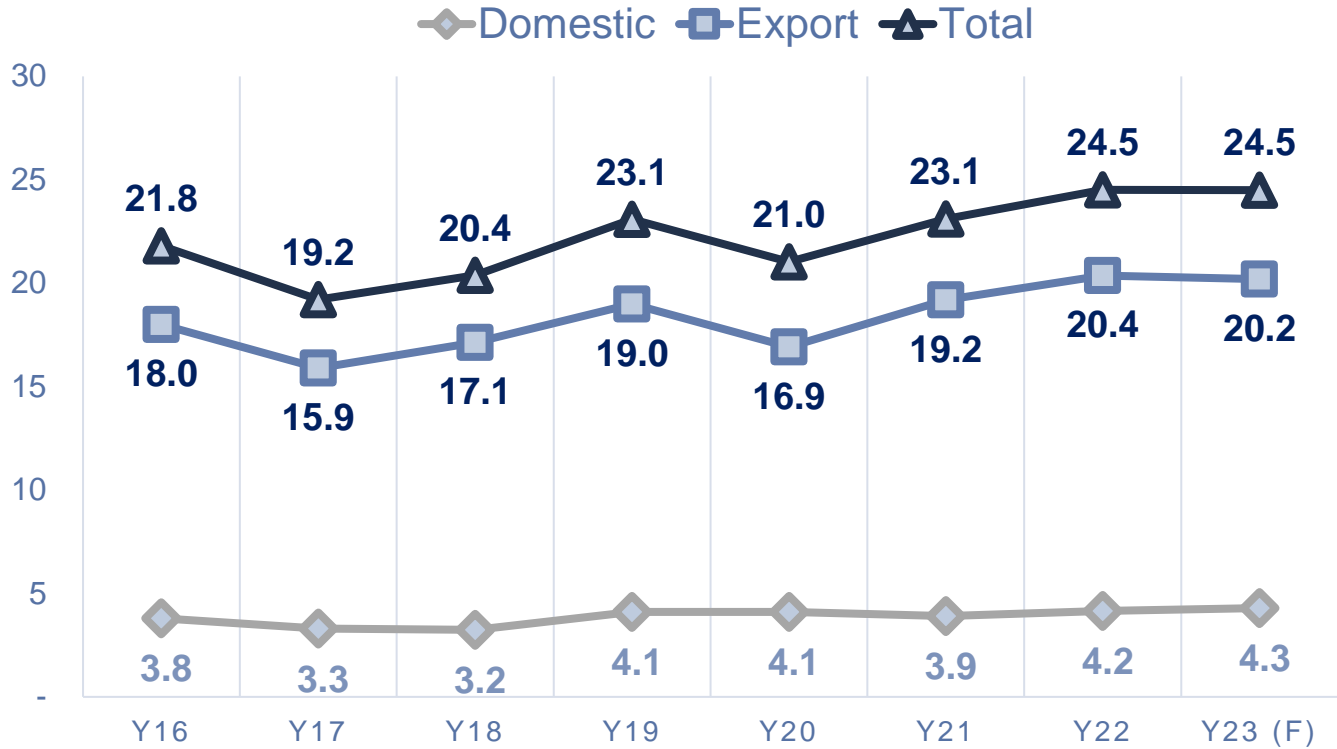
**Industries**

# GDP growth

	2022	2023(F)
Global	3.0%	2.1% ↓
US	2.1%	1.4% ↓
EURO	3.5%	0.6% ↓
CN	3.0%	5.7% ↑
TH	2.6%	3.9% ↑

# Air Conditioner Industry

Million Units



# Top 10 A/C Export Market of Thailand

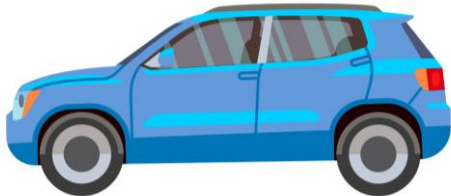
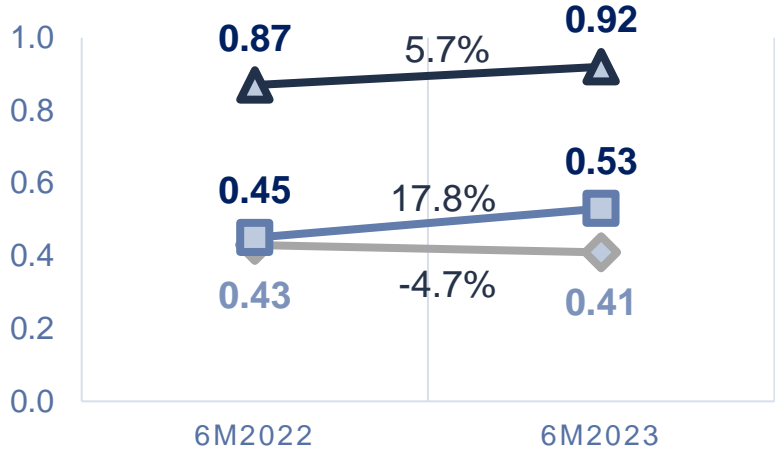
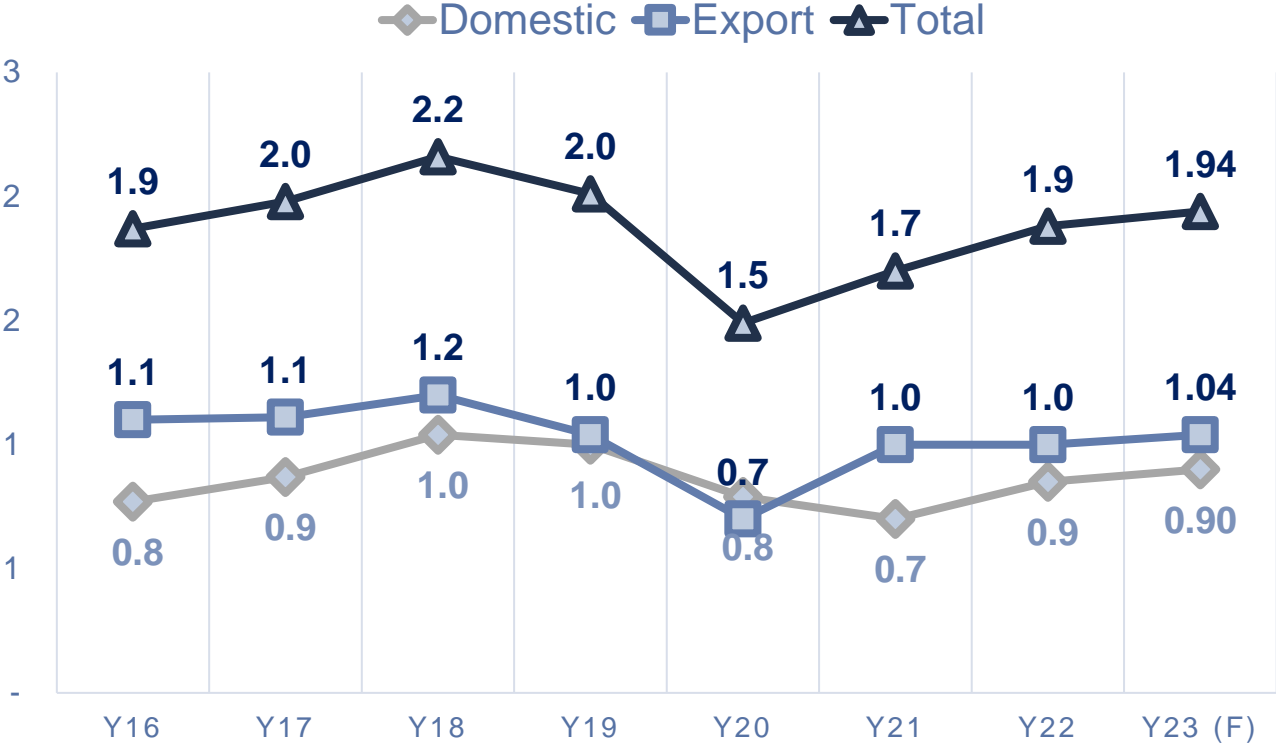
Country	Amount : Million Baht				Growth Rate (%)				Portion (%)			
	2020	2021	2022 (Jan - Jun)	2023 (Jan - Jun)	2020	2021	2022 (Jan - Jun)	2023 (Jan - Jun)	2020	2021	2022 (Jan - Jun)	2023 (Jan - Jun)
- USA	33,563.41	46,916.52	26,670.51	30,289.38	79.83	39.78	49.77	13.57	16.53	19.26	21.44	22.15
- Vietnam	15,301.97	16,641.00	10,332.31	11,081.34	-12.70	8.75	-12.13	7.25	7.54	6.83	8.31	8.10
- Australia	21,712.05	24,275.68	8,144.34	7,486.02	16.62	11.81	-6.96	-8.08	10.69	9.97	6.55	5.47
- India	9,790.22	11,334.55	4,509.81	7,455.83	32.12	15.77	-6.33	65.32	4.82	4.65	3.63	5.45
- Italy	6,202.16	7,854.47	3,961.51	5,918.11	33.22	26.64	1.01	49.39	3.05	3.22	3.18	4.33
- Japan	10,599.95	10,797.76	5,840.05	5,821.21	-5.51	1.87	0.29	-0.32	5.22	4.43	4.69	4.26
- Taiwan	9,348.93	11,219.59	6,554.71	5,659.95	7.95	20.01	14.22	-13.65	4.60	4.61	5.27	4.14
- France	7,589.93	8,402.71	3,674.65	5,535.81	22.70	10.71	-14.61	50.65	3.74	3.45	2.95	4.05
- Indonesia	8,016.16	8,494.15	4,328.59	4,568.11	24.22	5.96	16.36	5.53	3.95	3.49	3.48	3.34
- Singapore	7,362.66	8,892.89	4,439.71	4,462.97	51.70	20.78	22.01	0.52	3.63	3.65	3.57	3.26
Total 10 countries	129,487.44	154,829.32	78,456.20	88,278.73	24.21	19.57	11.63	12.52	63.76	63.56	63.07	64.55
Others	73,587.82	88,761.30	45,946.79	48,488.37	26.22	20.62	14.86	5.53	36.24	36.44	36.93	35.45
Grand Total	203,075.25	243,590.62	124,402.99	136,767.10	24.93	19.95	12.80	9.94	100.00	100.00	100.00	100.00

ที่มา: ศูนย์เทคโนโลยีสารสนเทศและการสื่อสาร สำนักงานปลัดกระทรวงพาณิชย์

Source: Information and communication technology center, Office of Permanent Secretary Ministry of Commerce

# Automotive Industry

Million Units



ที่มา: สถาบันยานยนต์, สภาอุตสาหกรรมแห่งประเทศไทย

Source: Thailand Automotive Institute, The Federation of Thai Industries

# 2

## SNC-performance



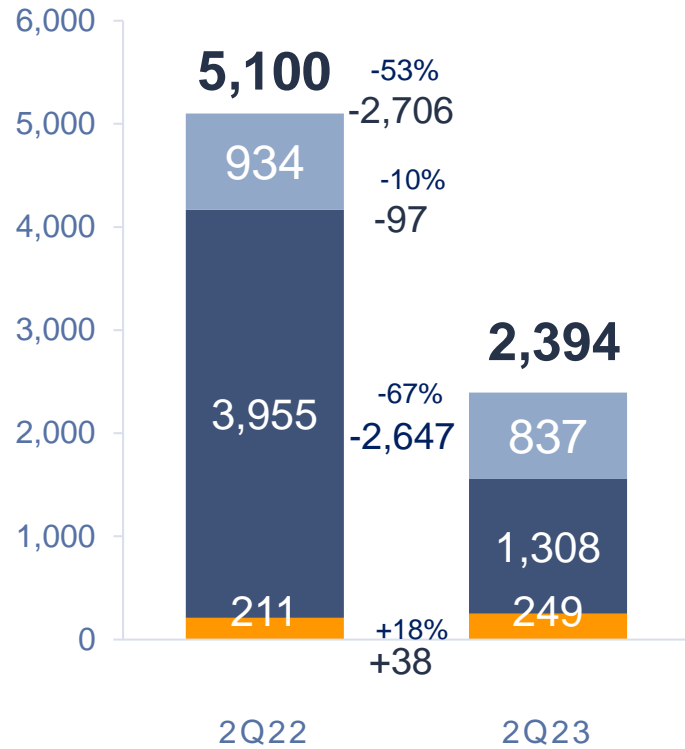
# SNC Performance



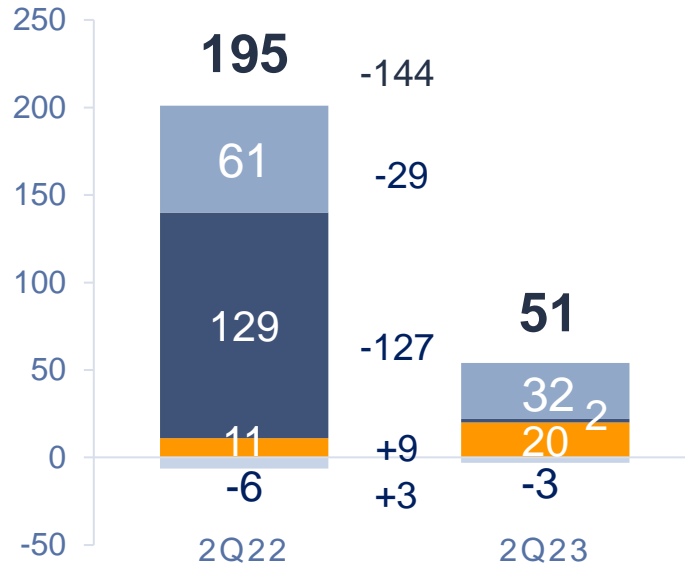
■ AUTO ■ OEM ■ PARTS ■ OTHER



Sale



EAT



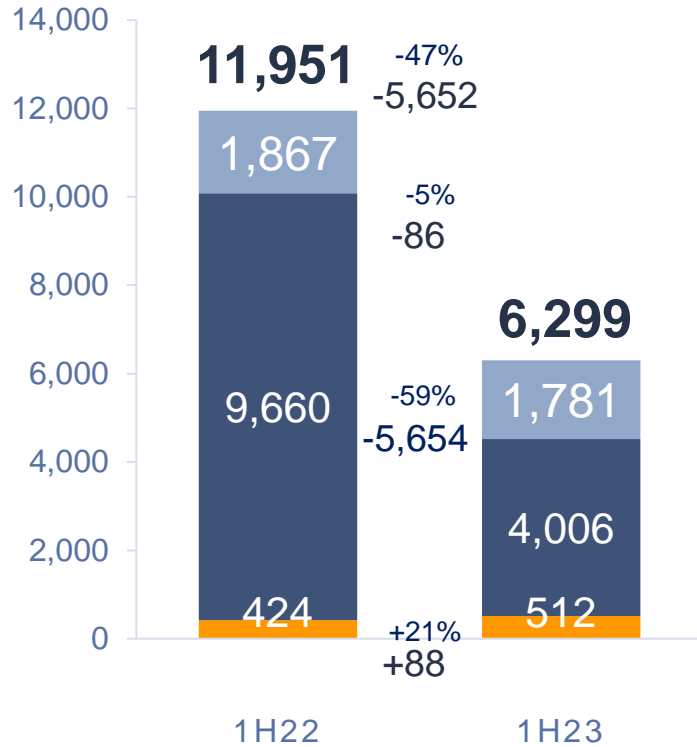
OEM	2Q22	2Q23	Issue	Measure
A/C	3,235	944	-US recession -Risk factor from Vietnam market	-Cost control -Develop new customers.
Toolbox	359	-	-US recession	-Develop new customers for sheet metal business
TV REF	121	-	-Risk from Vietnam market	-Business review
Heat pump	240	364	-Growth	
<b>Total</b>	<b>3,955</b>	<b>1,308</b>		

# SNC Performance

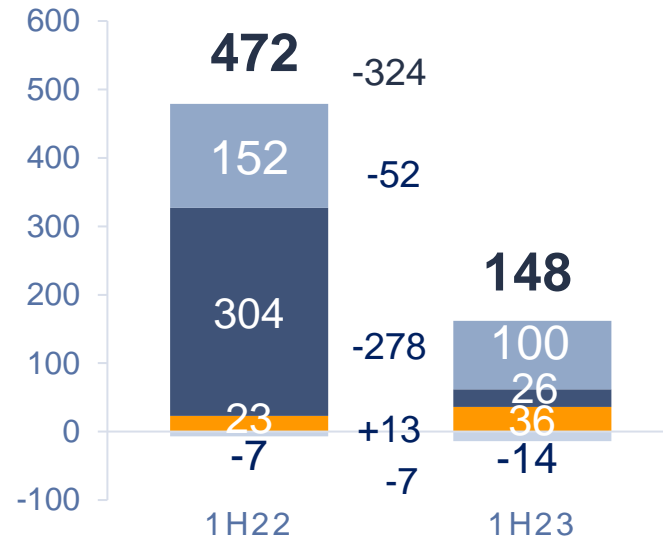
MB

■ AUTO ■ OEM ■ PARTS ■ OTHER

Sale



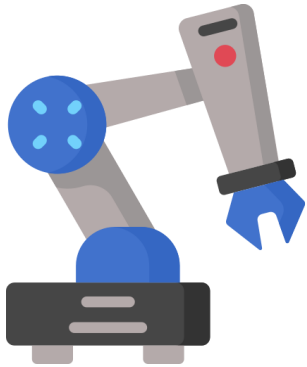
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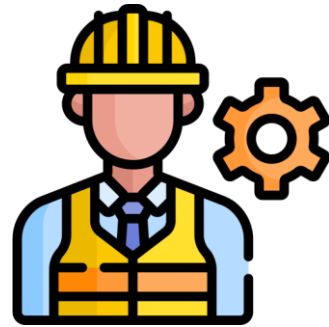
OEM	1H22	1H23	Issue	Measure
A/C	7,684	3,194	-US recession -Risk factor from Vietnam market	-Cost control -Develop new customers.
TV REF	829	-	-Risk from Vietnam market	-Business review
Toolbox	663	48	-US recession	-Develop new customers for sheet metal business
Heat pump	484	764	-Growth	
<b>Total</b>	<b>9,660</b>	<b>4,006</b>		

# SNC Activities in 2021-2023

2021-2023



Technology robot  
and automation



New mechatronic  
engineers



Quality  
Price  
Services

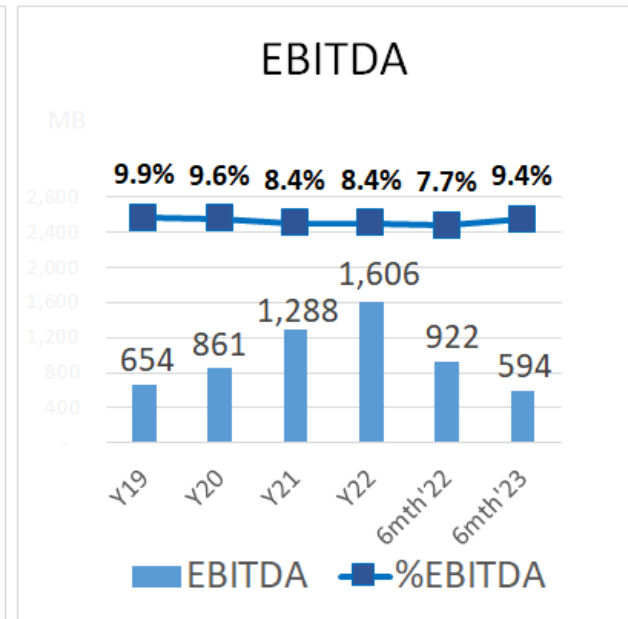
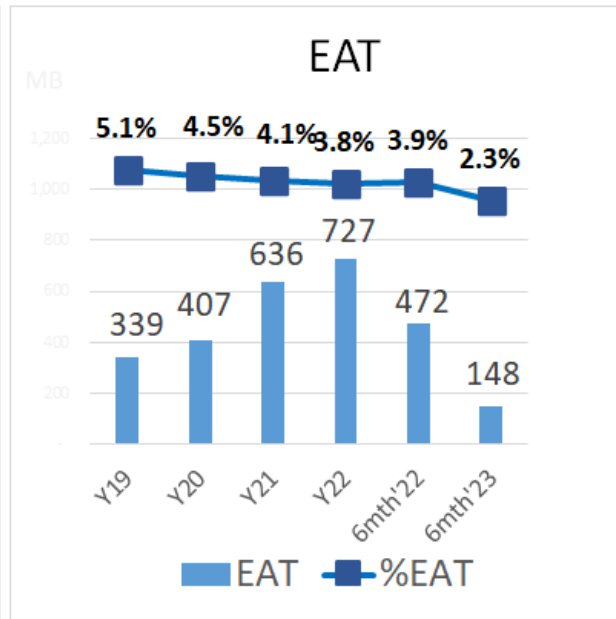
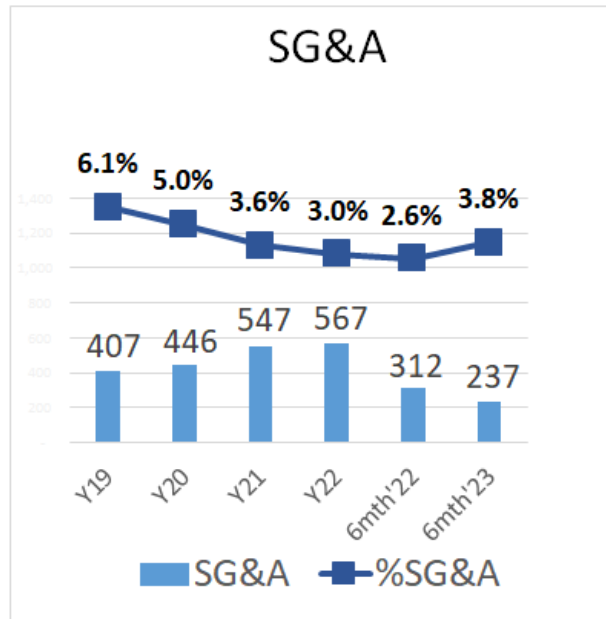
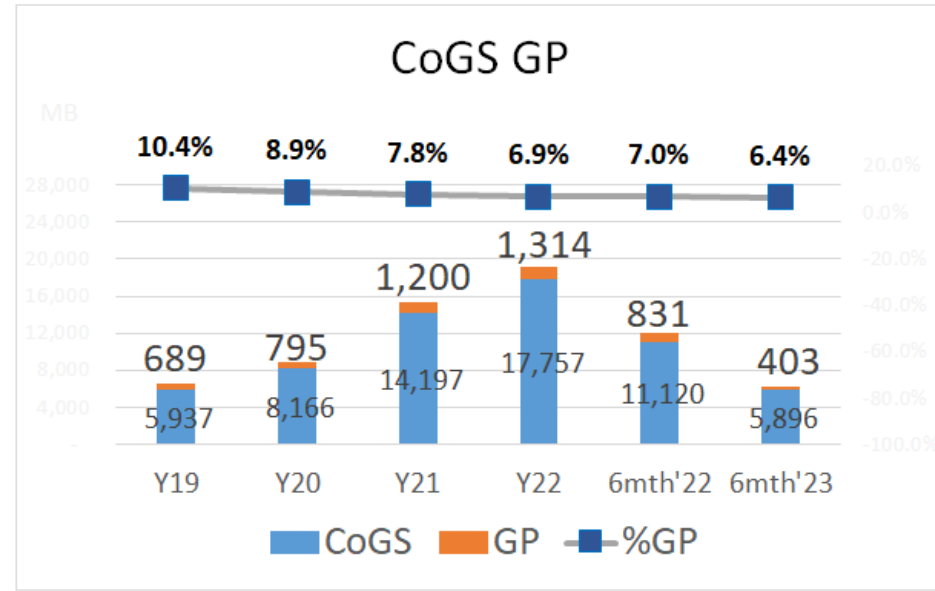
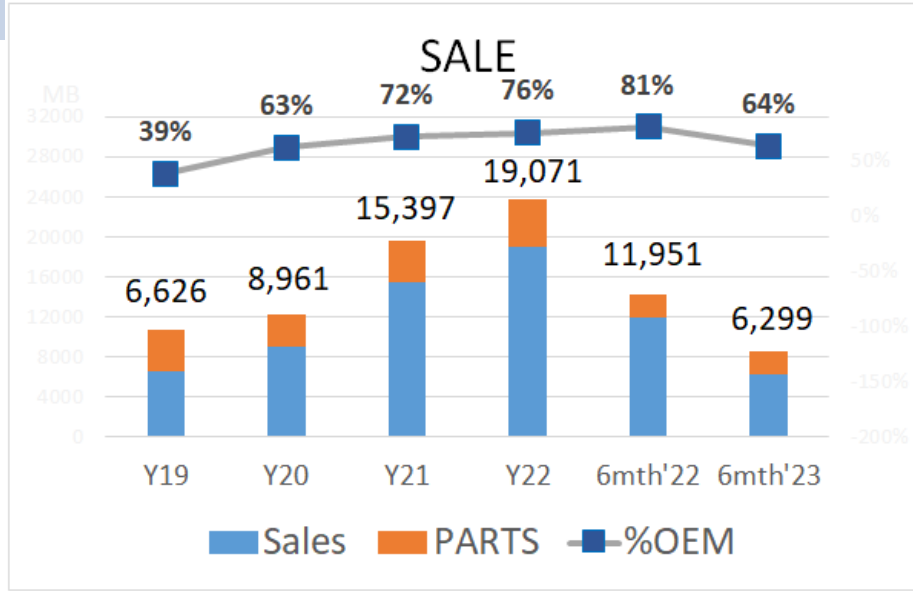
2023



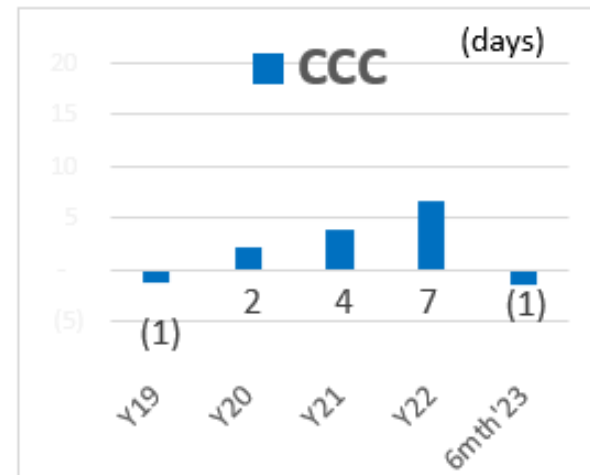
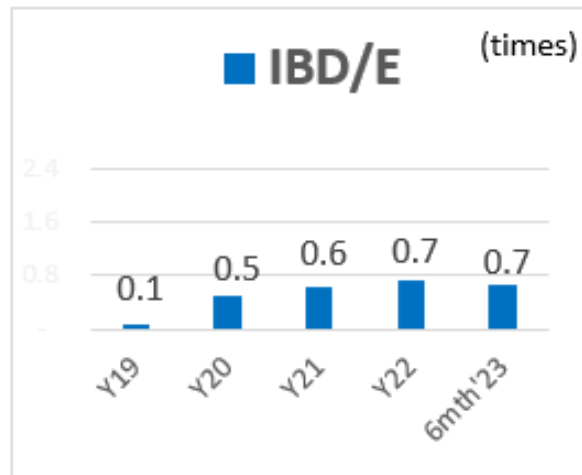
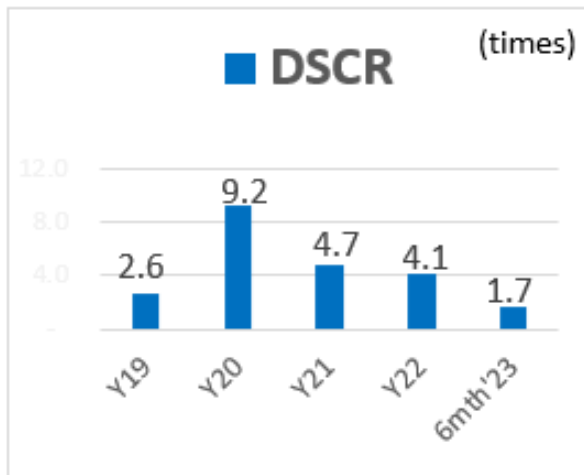
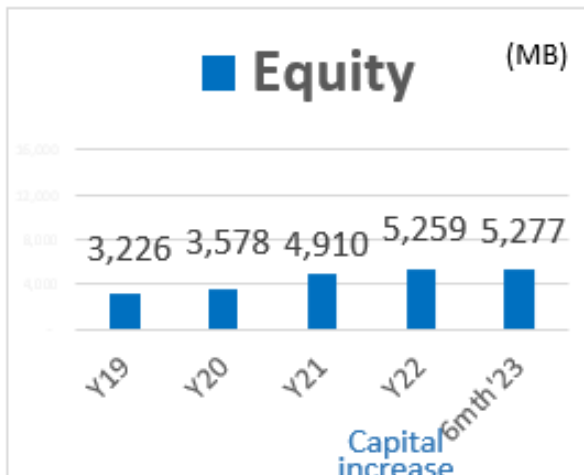
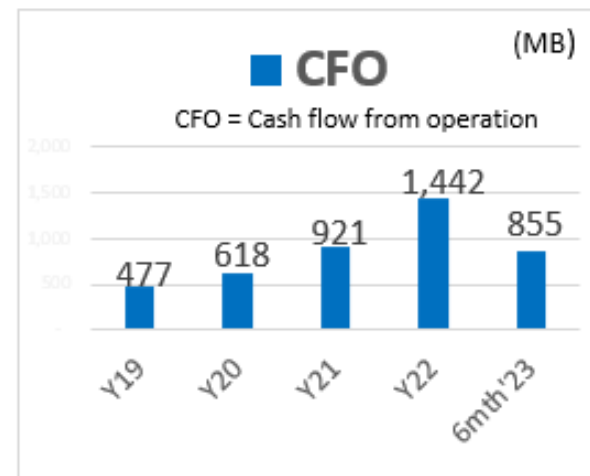
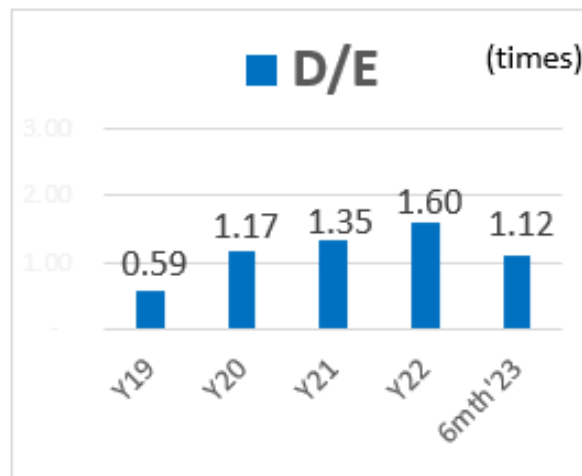
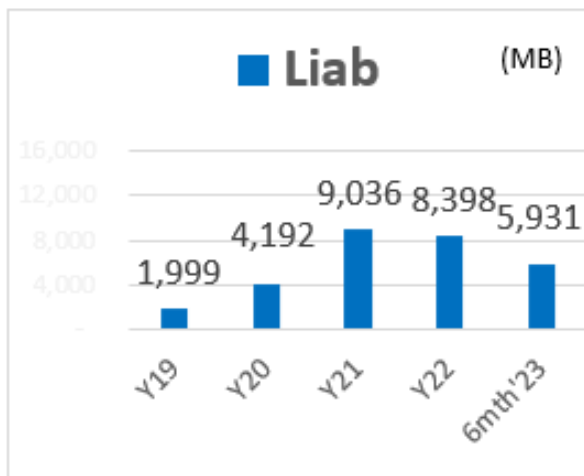
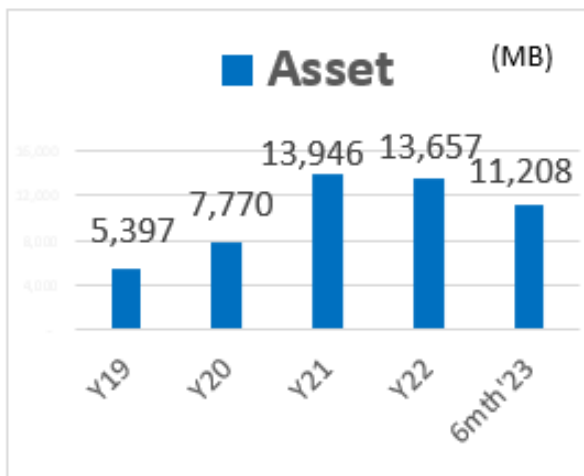
Marketing and  
sales

# Financial Highlight

MB



# Financial Highlight



# Financial Highlight



MB

Major items	30Jun23	31Dec22	Explanation
Cash	1,510	2,529	- Paid for land
AR	1,781	2,981	- Varied with sale in Q2/23
Inven	594	1,820	- Sold in Q2/23
PPE+IP	6,435	5,663	- Land acquisition
Total	11,208	13,657	
AP	2,074	4,139	- Varied with purchase in Q2/23
Loan+Bond	3,257	3,570	- Loan repayment
Liab	5,931	8,398	- D/E 1.21, IBD/E 0.66
Equity	5,277	5,259	- Stable
Liab + Equity	11,208	13,657	

# 3

## Project update

2023

# YALA Waste to Energy



Date	Detail
29 Mar 2023	PPA approved
Q2/2023-Q3/2024	Construction and installation
Q4/2024	Trial
1 Jan 2025	COD



# SNC Green Industrial Estate



Date	Detail
Q2-Q3/2023	Land purchase and sale agreement
2H/2023	Land adjustment and start marketing activity
2024-2025	Legal process and construction
1Jan2026	Sale recognition

น้องยังยืนขอขอบคุณครับ

น้องยืนดีขอขอบคุณค่ะ

